indeed for many years blog n one of the greatest in the whole ' niwa ut the great nend this city is volume of trade origina never fully understood u a fo ere is a comprehensive review at the or ap of a fiscal or calendar year. There have been period school n the prog-

ress of Kansas City ha palps; more rapid than it has been durin out past twelve months, but there has som t been a time when its advancement has is so sure and so healthy as it is now, a ', as been for some months past. What it in former times a speculative inflation ut now a substantial increase, and what : . s sometimes a popular fancy is now a pu | fact.

This progress is all the rice gratifying since it may be recorded at a time when it

would not be strange if a it ing of stock and a balancing of the led; | would show a deficit, or at least a stand | Il. The country has passed through the first depressing per of known in many year and Kansas City was for a time among the suffering communities. A change for he better was noticed a year ago, but the was nothing like the percentage of incres e that can be shown in the several lines of trade this senson.

been so large in the history of the city, and there are substantial syldences that there will be even greater a vancement the coming year. It would not be strange, from present point of view, if the time should come in the comparatively near fut-ure when Kansas City should be the first instead of the second packing center of the world.

Although the wheat crop of Kansas and parts of Nebraska was almost a failure, and there was a consequent falling off in the grain trade during the earlier months of the year, the grain market has been especially active since the enormous corn erop has commenced to mave.
In nearly all lines of jobbing there has

been a large increase. Retail merchants have noted the change for the better and most of them have come out with flying colors. There are few vacant stores in de-

BOOTS AND KIRGES

During the year the wholesale millinery trade was good. The same cannot be said of the retail trade, though that line of business suffered only because it was swamped by certain styles. The wholesale trade was best in Missouri, where the gain was quite perceptible. In Kansas, Nobraska, New Mexico, Oklahoma and Colorado the demand, was about as good as it was last year. Taken as a whole, the jobbing trade was quite encouraging and remunerative. The volume of gain over last year's business is put down at about 29 percent, which is remarkably good considering the hard times. Taking a survey of the year's results, it may be said that the city needs two or three more strong wholesale houses, possessed of the same energetic qualities that mark the two firms of the kind now on the ground. The reason is that the range of styles and varieties would be widened thereby, which extension would serve to elimulate the trade greatly throughout the Southwest. Under present conditions only certain lines of goods are handled and shipped by the Kansas City jobbins houses, if other houses were to be set up here, and they were to devote themselves to dealing in lines not touched by the present houses, they would find themselves handsomely repaid for their outlays. Even as it is, the two wholesale houses here, one of which has been entered to any great extent, presents a new and fine territory for jobbers. The year 1805 showed this conclusively.

THE SMITH-M'CORD DRY GOODS CO.

The Smith-McCord Dry Goods Company, of this city, is one of the largest and most substantial wholesale dry goods houses and manufacturers of shirts, pants and overalls in the entire West.

The establishment of this company in Kansas City in September, 1890, was a most important event in the dry goods market of our city, creating at once the strongest competition with the other houses already established here, and making a market worthy of the attention not only of the largest mercantile houses tributary to Kansas City, but of our immense home retail establishments on Main and Wainut streets.

The officers of this company are: George C. Smith, president (formerly of Brittain, Smith & Co., St. Joseph, McCord, Vice president, of St. Joseph, McCord, vice president, of St. Joseph, McCord, vice president (formerly of Brittain, Smith & Co., St. Joseph, McCord, Hrady Company, of Pueblo, Co., and McCord-Collins Company, of Pueblo, Co., and McCord-Collins Commerce Company, of Fort Worth, Tex.); John Townsend, St. Joseph, Mo., second vice president (also president and general manager of Townsend & Wyatt Dry Goods Company, of St. Joseph, Mo.). Francis McCord, secretary and treasurer. All the above gentlemen are well and favorably known in the top commercial circles of this country.

Through a large corps of traveling salesmen and a thorough mail order system, this house has extended its trude through Western and Central Missouri, Southern lows, and to the most distant parts of the West and Southwest, until the business has extended its unde through western and central Missouri, Southern lows, and to the most distant parts of the West and Southwest, until the business has extended its unde through western and central Missouri, Southern lows, and to the most distant parts of the Mest and Southwest, until the business has extended to such proportions as to place it among the largest importing and Jobbing dry goods houses west of Chirago and St. Louis. The Smith-McCord Dry Goods Company,

Louis.

One prominent feature of this house is employing the very best dry goods talent to be had. Mr. W. T. Hall, the buyer of dress goods, held the same position with Wood, Brown & Co., of Philadelphia, for years; Mr. W. M. Miller, buyer of notions, held the same position with the late firm of James H. Walker & Co., of Chicago, and Mr. C. J. Andrews, buyer of firmishing goods, is an old Chicago bayer of many years' experience.

COMMERCE AND TRADE OF THE CITY
FOR TWELVE MONTHS.

ARE Exceptional Increase of Trade by the Pooling Control of the Control of tion to the people as well as the propositions.

Burnham, Hanna, Munger & Co. have sample rooms in St. Faul, in charge of R. W. Musthews; Denver, in charge of W. J. and J. L. Wilson: Salt Lake, in charge of G. V. Sheep; Oklahoma City, in charge of George Gardner, Stockton, Cal., in charge of C. B. Grimth, Los Angeles, in charge of C. B. Grimth, Los Angeles, in charge of the traveling men and the territory covered by them:

NOTIONS AND PANCY GOODS.

M. G. Cooper, The following is a list of the traveling men and the territory covered by them:

W. H. Austin, Kansas; G. G. Balley, Kansas; E. Brinkworth, Kansas; E. A. Houghton, Kansas; C. C. Haslett, Kansas; O. F. Robinson, Kansas and Missouri; B. Smoot, Kansas; U. Sherbock, Kansas; W. J. Wilbur, Kansas; C. M. Walbridge, Kansas; G. W. Missouri; J. H. Shaw, Missouri; R. S. O'Brien, Missouri; F. Collage, Missouri; M. A. Chambers, Texas; A. J. Curry, Toxas; W. T. Colornan, Texas and Indian Territory; J. G. Rensis, Oklahoma and Indian Territory; J. G. Rensis, Oklahoma and Indian Territory; J. G. Rensis, Oklahoma and Indian Territory; C. B. Griffith, California; M. G. Cooper, California; C. A. Perke, California and Arizona; E. B. Leamer, New Mexico and Arizona; G. V. Sheep, Utah, Montana and Washington; W. H. Duan, Montana and Washington; W. J. Wilson, Colorado; J. L. Wilson, Colorado and South Dakota; S. J. Friendlien, Nebraska; S. E. Hart, Nebraska; R. W. Mathews, Minnesota; Fred Buckley, Iowa; Meyer Kahn, Oklahoma and Indian Territory; The Webb-Freyschlag Mercantile Company is composed of D. C. Webb, president; E. W. Freyschlag, vice president dent; E. W. Freyschlag, vice president and manager; Alex Janssen, secretary. The original firm began in 1876, doing a notion waron business from Atchison. Five years ago they realized that a live firm offering big values on a cash basis, without the expense of traveling men, would be a success. They withdrew their traveling men from the road, and sold their goods through the medium of catalogues. Their growth the medium of catalogues. Their growth was remarkable from this time. Three years ago, believing in the future of Kansas City, they removed from Atchison to this city, and are to-day representing, not only one of the commercial institutions of Kansas City, but of the United States. They carry the largest stock and do the greatest volume of business in their line west of Chicago, St. Louis not excepted. Their business, under the hame of bepartment Store Supplies, consists of notions, blank books, ladles' and gents' furnishing goods, tinware, hardware, woodenware, novelties, toys, fancy goods, etc. Their extremely large holding business has compelled them to work their entire force night and day since last September. The secret of their great success is honest goods at one price, and that the lowest. Their very complete libstrated catalogue which they issue to merchants is much sought after, and has become a recognized authority through the entire country for low prices. authority through the entire country low prices.

H. T. POINDENTER & CO.

SWOFFORD BROS. DEY GOODS CO.

Swofford Bros. Dry Goods Company is

Swofford Bros. Dry Goods Company is one of the substantial commercial institutions of Kansas City und it is one which is thoroughly identified with the growth and development of the city. Though the present members of the firm embarked in business in Kansas City only four years ago, yet the business of the company is actually a continuation of that of the William B, Grimes Dry Goods Company. The organization of the present company was but a change of name, though it resulted in an immediate enlargement of the plant. This increase in the capacity of the firm has been repeated a number of times since, for the growth of the business of this company is one of the most noteworthy fearress of the development of the Kansas City market.

No institution of its kind in Kansas City is more firmly established in the pride and confidence of the people and its success has been a source of gratification to the entire community.

The business of the company is the handling of all lines of dry goods by whole, sale and the manufacture of pants, overalls, shirts, duck coats and ladies' shirts waists. The latter is one of the speciality of the company and many thousands of shirt waists were turned out during the past summer. The company furnishes employment to hundreds of persons throughout the year and thus a large number of people are enabled to earn a livelihood.

The name of Swofford Bros. upon a brand of goods is sufficient guarantee of Another one of the new commercial enterprises this year is the firm of H. T. Pedindexter & Co., wholesale importers and jobbers of notions and furnishing coeds. They commenced business the 15th of December at 549 Delawars street, next door to the National Bank of Commerce, having leased the four story building at that number. Full lines of staple and farey notions, handkerchiefs, suspenders, neckwear, hesiery, etc., will be carried at all times. The success met with so far is certainly encouraging for the future. The members of the firm are H. T. Poindexter, John S. Long and Alfred M. Poindexter, Mr. H. T. Poindexter was for twelve years with the old house of Dodd, Brown & Co., of St. Louis; after their retirement, with S. C. Davis & Co. He then quit the road to come to Kansas City and was for three years buyer for Swofford Bros. Mr. Long was assistant notion buyer for Swofford Bros., and, with Mr. Alfred M. Peiniexter, will look after the city trade. All the members of the firm are young men and full of vim and visor, which, added to puish and merit, will undoubtedly meet with success.

See a liver in the control of the co

WORDSHARD, FARIES & CO.

The wholesale dring firm of Woodward, Faxon & Co, his been in business in Kansas City for nearly twenty years, having been established in this city in 1878. Previous to that date, it had been established in Lawrence, Kas., for many years. The members of the firm are Brimon W. Woodward, Frank A. Faxon and J. C. Horton, Mr. Woodward resides in Lawrence, Kas., while Messis. Faxon and Horton live in this city. Both the latter are representative edizens of Kansas City and have taken a prominent part in all public enterprises for many years past. The firm handles drugs, patent medicines, paints and oils. During the past yoar an extensive eigar department has been added to the other branches of the firm's business. This department is in charge of Mr. H. C. Tipp, who was formerly with the McCord-Nave M-canille Company for several years.

The trade of the firm of Woodward, Faxon & Co, is largely in Kansas, Missouri, Indian Territory, Oklahoma, Arkansas, Northwestern Texas, Southern Colorado, New Mexico and Arizona. Its trade is constantly being extended through the energy and progressiveness of the firm. The company lessues the Western Drug Becord, with price list. This is a monthly publication and has a circulation of L500. The company has excellent switching facilities and has a track runing into the very building occupied by the firm. It is width, oncy reach of all depots and makes a specialty of its prompt shipping.

The growth of the business of this firm has been remarkable. It was established one before Kansas City had grown to be the great commercial metropolis which it is today. But the company has kept pace with the city's growth and has developed simultaneously with Kansas City. Its name is a household word threughout the country and no firm in Kansas City enjoys & more envisible reputation for progressiveness, solidity and fair dealing. The signal access which is has achieved is deserved in every respect, and as long as the methods now employed are in force this success will continue.

For seventeen years th

THE F. M. DE BORD WALL PAPER AND

The F. M. DeBord Wall Paper and Paint Company was established in business in this etty in 1885, by F. M. DeBord, who first located at Sil East Eighteenth street. It now has spacious and elegant quarters at Illa and Illa Walnut street, where the firm displays a complete stock of all the best goods in its line. Only recently Mr. DeBord admitted two members into the lirm, and incorporated as above, with a paid up capital of \$20,000. The members of the firm are the following: Frank M. DeBord, president, C. S. Authony, vice president, and G. T. Bray, secretary. The firm deals extensively in wall paper, paints, glass, room mouldings, plotter mouldings, and the thousand and one articles that belong to the trade in these lines. The firm carries one of the most complete and varied stocks of wall paper in the city, having in stock at all times more than 200,00 roils of wall paper. A specialty of hanging all grades of wall paper is made.

The growth of the business of this company has been remarkable. From the most humble beginning it has grown until it now enloys a trade as extensive as any similar firm in the city. PAINT COMPANY.

THE AMERICAN VARNISH MANUFACT-URING COMPANY. Vision, 'the requirers this

One of Kansas City's young manufacturing enterprises which has been very successful is the American Varnish Manufacturing Company. This corporation was orannized one year ago, with a paid up capital of \$2,000. The officers of the company are E. D. Brown, the stock and bond broker, president and treasurer; George W. Day, an atterney, secretary. Soon after its organization, the company procured the services of George E. Dudley, as manager, and it how has a fine trade, reaching into many of the Western slates. Mr. Dudley has had wide experience and ranks as one of the best varnish mean in the West. The factory and warchouse of the company is located at Nos. II and II East Levee.

WHOLESALE LIQUORS.

fromto one rapture tomas educated along our easy chargeout outs for her age to inem. He is better known as "Unote Davie," this name being given him by his friends whom he has befriended in times of need. If merit counts for anything, the Williams wholesals liquor establishment will soon leave its competitors far in the rear.

DONNELLY BROS.

The wholesale liquor house of Donnelly Bros. is one known throughout the entire west. The members of the firm are Neili and James Donnelly. The business was established in 1832 by John Donnelly, a brother of the present members of the firm. After his death, Donnelly lirothers succeeded to the business in 1822 and have since conducted it, handling everything pertaining to the wholesale liquor business. Donnelly Bros. carry a full stock of imported and domestic champagnes, brandles and wines; Kentucky bourbons and Eastern rees and Canadian Club. The ferm's operations extend throughout an immense territory and no house in the West is more widely or favorably known than that of Donnelly Bros. Their business has always been an extensive one, but it is growing all the time and was never in a more flourishing condition than at the present time.

B. HOLZMARK.

B. Holzmark, of 228 West Sixth street, wholesale dealer in liquors, has been on-gaged in the business in Kansas City since 1831, when he established what has proved to be a very successful business. He is the Western distributor of the celebrated Old Abe and Giec Club sour mash whickles, of which he makes a specialty, and which have rapidly grown in popularity. In addition to these famous brands he carries at all times in stock a full and complete line of all the standard brands of whisky and imported and domestic wines. Mr. Holzmark reports a continually increasing business and one which is to-day in a more preosperous condition than it ever was before, Close attention to business and thoroughly reliable treatment of patrons have brought this success.

Cold Abs and Give Club sour mash whits kies, of which he makes a specialty and which have rapidly grown in popularity. In addition to these famous brands he carries at all times in stock a full and complete line of all the standard brands of whisky and imported and domestic wines. Mr. Holamark reports a continually increasing business and one which is to-day in a more prosperous condition than it ever was before. Close attention to business and thoroughly reliable treatment of patrons have brought this success.

JOBBERS OF LEAF TOBACCO.

One of the most important and notable additions which have been made to the business enterprises of Kansas Clty during the year which has just passed was the stablishment in this city late in the year of the large house of the firm of Joseph Wedeles & Co., importers and jobbers of leaf tobacco, at 511 Delaware street. This extensive business was located here in Sept tember of 185, and the selection of Kansas Clty as a distributing depot for the immense and ever increasing business of Joseph Wedeles & Co. must be taken for a hish compliment to the importance of this city as a Western distributing center. The company came here because Kansas Clty as a Mestern distributing center. The company came here because Kansas Clty as a Western distributing center. The company came here because Kansas Clty as a Western distributing center. The company came here because Kansas Clty as a Western distributing center. The company came here because Kansas Clty as a Western distributing center. The company came here because Kansas Clty as a Western distributing center. The company came here because Kansas Clty as a distributing center. The company came here because Kansas Clty as a distribution of the street and subject on inducements that attract the far-secing business man.

Warehouses of Joseph Wedeles & Co. are located at Windsor Lock, Conn., Cleero, N. Y.; Greek Shore, Penn., and Edgerton and Clay and the selection of Kansas Clty as a distribution of the company came here because Kansas Clty

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STREET IMPROVEMENTS

Over Eson too Spent on the

ments, eldewalks and Curbs.

In the record of public work completed during the year, amounting to more than a haif million dollars, there is found additional and indeputable evidence of the permanent and substantial advancement ments, sidewalks and Curbs. consider the constraint of the city along lines that are of primary and vital importance. The year has witnessed one of the longest strides the city has made toward systematic street interpretable with durable and clean roadways, and a better and more uniform construction of sidewalks and curbing. That the property owners are encourasing a higher standard of street improvement is evidenced by the fact that during the past year 12.732 squares of that unhealthy and unprofitable investment, the cedar block pavements, have been removed, and in place of this very unsightly reminder of rapid growth there are six miles of pavement that is not only smooth and sightly and pleasant, but has been made permanent in character by adhering to the principle of a substantial foundation for all pavements.

In addition to the six miles of streets repaved, there has been 43-100 miles of unpavements, well paved thoroughfares, making the total amount of street and alley pavement completed during the year as follows:

Asphalt pavement, 5-45-100 miles, at a cost of the pavent.

follows: Asphalt pavement, 5 45-100 miles, at a cost of \$20,000 ft. of SD4,083,68.

Brick pavement, 1 32-100 miles, at a cost of \$40,103,12.

Mandam pavement, 2 32-100 miles, at a cost of \$4,54.00

Stone block pavement, 27-100 miles,

Les inclined to be a boots over 1884. Perember was a nasty month under foot, and what he goodly increase over 1884. Perember was a nasty month under foot, and what the merchants lost in regular holizay trade was easily overcome by weather necessities known as overshoes and rubbers. But then holiday week is by no means the entire year, and although the average merchant is somewhat bine a gr its poor showing, he admits that it year was very satisfactory all the way through.

All the way through.

All the way down the line, among the smaller merchants there is the same feeling of thankfulness for the trade of the past year. The rotail clothers state that their out-of-town trade especially has more than kept up its end. It is a fact that Kansas City practically clothes the population of all the counties within a radius of 100 miles of her borders. That is by the retail merchants alone. Of course, the clothing lobbing trade is an entirely different matter as is given consideration elsewhere. It is estimated that at least 125,000 men and boys were clothed in Kansas City with ready-made clothing during the past year. It is neservatively estimated that these cales alone have amounted to over \$2,000.000.

The saloonkeepers are probably as well satisfied with their years work as any other class of trade. The statistics showed that 1834 fell below 1858 by at least \$50,000.

Kansas City is known as a mart of exchange, but he form of reciprocity is a
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to that educator of international reputation, Superintendent James M. Greenwood,
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